

Market : mai

SERVICES : Services

## Company Snapshot: 6M/2021

Updated at August 2021

SONIC

Sonic Interfreight Public Co.,Ltd.

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## CEO

**Dr. Santisuk Kosiarpnanant (Ph.D.)**  
Chief Executive Officer

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## CFO

**Ms. Kanokwan Piritburana**  
Chief Financial Officer

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**CG Report Score :**

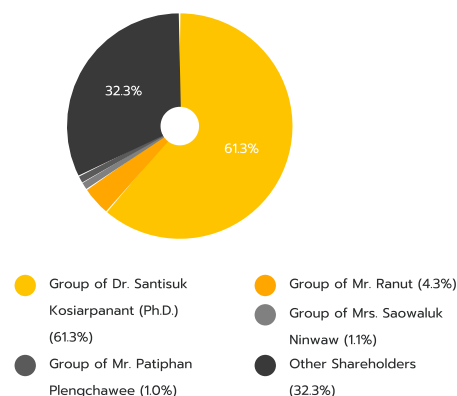
**THSI List :** -

Stock Data (24/08/2021)

	YTD	2020	2019
Paid-up (MB.)	275.00	275.00	275.00
Listed share (M.)	550.00	550.00	550.00
Par (B.)	0.50	0.50	0.50
Market Cap (MB.)	2,777.50	836.00	566.50
Price (B./share)	5.05	1.52	1.03
EPS (B.)	0.15	0.11	0.08

## Statistics

	P/E	P/BV	Div.Yield
SONIC (x)	22.69	3.98	1.09
SERVICES - mai (x)	53.21	3.66	1.87
SERVICES - SET (x)	88.72	3.54	1.34
mai (x)	54.04	2.61	1.59
SET (x)	20.65	1.70	2.27

Shareholder Structure (25/05/2021)

## Financial Ratios

	6M/2021	6M/2020	2020	2019
ROE (%)	18.84	7.06	9.57	8.00
ROA (%)	15.89	7.32	8.86	8.30
D/E (x)	0.71	0.45	0.58	0.41
GP Margin (%)	17.18	19.08	19.47	21.01
EBIT Margin (%)	8.63	4.80	6.16	6.16
NP Margin (%)	6.65	3.45	4.54	4.18

## Company Background

Sonic Interfreight Public Company Limited "SONIC", One of the leaders in the business of providing regional integrated logistics management services, with experience and expertise in doing business for over 25 years. Sonic has covered domestic and international freight forwarding services, supporting transportation across all regions of the world which has the goal of becoming the market leader in logistics services in ASEAN.

## Key Development of Company

1995	Established Sonic Interfreight Public Company Limited
2018 - 2019	Listed on the mai stock exchange on October 19, 2018 and invested in land 21 rai, Pinthong Land Project, Chonburi to expand the service area for customer in the EEC and including invest in 85 tractor and 200 tails.
2020	Increase investment to 95 tractors and 236 tails. and Expanding truck lending business to partners
2021	mai adds new listed securities : SONIC-W1's securities to be traded on May 6, 2021 and invested in developing additional 33 rai of land to continue from Pinthong Land Project, Chonburi to expand logistics service in EEC.

## Revenue Structure

Period : 30 Jun

(Unit : MB)

	6M/2021	%	6M/2020	%	2020	%	2019	%
Sea Freight	997.33	77.56	381.31	63.32	892.28	65.61	744.81	64.74
Land Transport	218.17	16.97	175.79	29.19	363.53	26.73	333.44	28.98
Air Freight	57.97	4.51	34.50	5.73	85.74	6.30	54.11	4.70
Other Services/1	6.32	0.49	5.30	0.88	10.63	0.78	13.19	1.15
Total Revenue from Services	1,279.79	99.52	596.90	99.11	1,352.18	99.43	1,145.55	99.57
Interest revenue calculated using the effective interest method	2.30	0.18	-	-	-	-	-	-
Other income/2	3.87	0.30	5.34	0.89	7.80	0.57	4.94	0.43
Total Revenue	1,285.96	100.00	602.24	100.00	1,359.98	100.00	1,150.49	100.00

/ 1 Other services were distribution center service fees ,Dangerous goods service fees and others / 2 Other income were the Profit from disposal of assets and other income

# Business Plan

- Increase marketing team and support to expand the customer base.
- Expanding domestic and foreign trade partner bases.
- Improve and develop distribution centers to be modern In order to support customer service quickly and efficiently.
- Land development of the Pinthong Land Project, Chon Buri Province, to support the expansion of the customer base from the Eastern Economic Corridor Development Project (EEC)
- Opening a dangerous goods packaging business unit (DG Services) and To organized training on IATA DGR by IMDG code in cooperation with Chulalongkorn University
- Expanded truck lending to partners under the model Logistics (Logistics + Leasing) to expand the core business.

# Investment Highlight

- One Stop Service, which is an integrated service provider from multimodal transportation services. As well as providing consultation on rules and procedures for import and export, with a collection and distribution center on Kingkaew Road Samut Prakan Province.
- There is an extensive network of partners, which has a combined number of business partner, covering all continents around the world. The group is also a member of The Cooperative Logistics Network and the Global Affinity Alliance (GAA).
- Personnel have knowledge, experience, and expertise in logistic system.
- Personnel have knowledge, experience, and expertise in logistic system management, and continuous improvement in service provision. The company is readily available to give advice to customers In order to create consistency in service satisfaction.
- There are standards for safety in transportation. With a selection of experienced drivers In conjunction with standard vehicles And is regularly maintained.

# Risk Factor

Risks of Business	When considering the risk of freight fluctuations, The Group has a policy to set sales prices by quoting cost plus minimum profit. Therefore, the Group is therefore able to manage the risk from competing freight fluctuations in line with the market price
	There is a risk from the fluctuation of oil prices, which is due to the business of land transportation services to support the import and export of the company, with oil being a major cost element of service. The company has monitored the fluctuation of oil prices. To reduce the risk of fluctuations in fuel prices
	Taking into account the risk of product responsibility in case of damages, the Group has placed the importance on the selection of shipping lines, airlines, or transport operators in order to prevent the risk of damage to products. By having a policy in choosing to use the service as the company's guideline and assess the quality of service provided by the carrier at least once a year to meet the standards set.
Risk of Financial	The group may be exposed to risks from fluctuations in foreign exchange rates,which from having income and expenditures in foreign currencies. Revenue and expenses in foreign currencies are also incurred from transactions with foreign partners, which will reduce the risk of natural exchange rates (Natural Hedge), and the use of foreign currency deposit accounts. In the past, the Group has not experienced any significant impact on past performances due to fluctuations in exchange rates.

Capital Structure (Unit : MB)				
	6M/2021	6M/2020	2020	2019
Current Liabilities	346.83	167.76	264.07	131.04
Non-Current Liabilities	154.70	104.83	112.77	121.32
Shareholders' Equity	697.95	601.51	643.61	606.51

# Company Structure



# Company Image

